

Message Text

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ACTION EB-11

INFO OCT-01 EUR-25 ISO-00 DODE-00 NSAE-00 RSC-01 TRSE-00

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FM AMEMBASSY LONDON

TO SECSTATE WASHDC PRIORITY 8066

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C O N F I D E N T I A L LONDON 02194

E.O. 11652: GDS

TAGS: EXCON

SUBJECT: COCOM APPROVAL FOR ICL EXPORTS

REF: (A) COCOM DOC (73) 1547; (B) DCOM DOC (73) 1858

1. DEPARTMENT OF TRADE AND INDUSTRY OFFICIALS (HAYNES AND JUDD) CONCERNED WITH UK COMPUTER INDUSTRY ON 2/19 ADVISED EMBOFF BOTH ORALLY AND VIA MEMORANDUM USG DELAY IN APPROVING REFERENCED CASES IS PREVENTING INTERNATIONAL COMPUTER LIMITED (ICL) FROM MAKING SALE OF TWO ICL SYSTEMS (4-72) FOR MINISTRY OF TRADE IN PRAGUE AND CEGIELSKI INDUSTRIAL PLANT IN POZNAN. TWO SYSTEMS RESPECTIVELY VALUED AT \$1.8 MILLION AND \$1.7 MILLION. REFERENCED COCOM CASES WERE INTRODUCED ON AUGUST 14 AND SEPTEMBER 25, 1973.

2. DTI OFFICIALS ACKNOWLEDGE THAT THERE HAS BEEN AN ACTIVE DIALOGUE BETWEEN ICL AND USG REGARDING SAFEGUARDS FOR THE TWO SYSTEMS SINCE THE CASES WERE INTRODUCED IN COCOM. HOWEVER, THEY ALSO NOTE THAT IF TWO SYSTEMS NOT DELIVERED PRIOR TO APRIL 1, 1974, THE SALES MIGHT NOT TAKE PLACE. GIVEN THE PALLID STATE OF THE BRITISH ECONOMY, THE LOSS OF THESE TWO SIGNIFICANT EXPORT ORDERS DUE TO COCOM DELAYS WOULD HAVE FAR REACHING ECONOMIC AND POLITICAL REPERCUSSIONS WITHIN BRITAIN.

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3. PLEASE ADVISE BY FEBRUARY 22 WHAT STATUS OF USG RE-

VIEW OF TWO REFERENCED CASES IS. IF USG RESPONSE IS NOT
ONE OF COCOM APPROVAL IN NEAR FUTURE, WE CAN EXPECT TO
SEE MORE CONCENTRATED AND HIGH LEVEL HMG INVOLVEMENT TO
BREAK IMPASSE.

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Message Attributes

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Draft Date: 19 FEB 1974
Decaption Date: 01 JAN 1960
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Disposition Authority: kelleyw0
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30 JUN 2005

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